

Building Collaborations

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Ontario Council of Agencies Serving
Immigrants

Elements of a good partnership



Authority to settle



Establishing Clear Objectives

- SMART goals

- Specific
- Measurable
- Attainable
- Relevant
- Time bound

Clear Objectives

- CLEAR goals
 - Collaborative
 - Limited (scope and duration)
 - Emotional
 - Appreciable
 - Refinable

Determining fit



Unique Contribution





Negotiating Partnership

- BATNA
- MLATA
- WATNA

Review

- Need to align on goals, commitment and interest
- SMART goals
- CLEAR goals

Review

- Identify each party's unique contribution
- Negotiation is about preparation: BATNA, MLTNA and WATNA

Thank you

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